

Message Text

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ORIGIN COME-00

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COM/BIC/OIM/HLINDOW (INFO)

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R 311623Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY SANTIAGO

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E.O. 11652: N/A

TAGS: BEXP, CI

SUBJECT: SARAO FOREST INVENTORY PROJECT

1. RUST ENGINEERING COMPANY, A MAJOR U.S. DESIGN-CONSTRUCTOR SPECIALIZING IN PULP AND PAPER, HAS ASKED US FOR OUR SUPPORT FOR THEIR BID ON THE SUBJECT PROJECT. RUST, THE ONLY U.S. CONTENDER, INDICATES THAT IF THEY OBTAIN THIS 500,000 DOLLAR IBRD FINANCED FEASIBILITY STUDY IT WILL GIVE THEM AN INITIAL FOOTHOLD IN THE CHILEAN PULP AND PAPER MARKET WHICH UNTIL THIS TIME HAS BEEN DOMINATED BY THE CANADIANS. RUST IS EXTREMELY INTERESTED IN ESTABLISHING A LONG RANGE RELATIONSHIP WITH THE CHILEAN PULP AND PAPER INDUSTRY.

2. WE UNDERSTAND GOC ENTITY, CORFO, HAS EVALUATED THE OFFERS OF RUST AND SCHULTZ COMPANY (CANADIAN) AND HAS DECIDED THAT BIDS ARE EQUAL. (FYI. ALTHOUGH RUST'S PRICE WAS HIGH THEIR TECHNICAL QUALIFICATIONS WERE RATED SUPERIOR TO SCHULTZ.) BIDS ARE NOW BEING PROCESSED BY IBRD AND FINAL DECISION IS EXPECTED SHORTLY.

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3. WE RECOMMEND THAT EMBASSY CONTACT APPROPRIATE CORFO

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OFFICIALS (FYI. JULIO PONCE, EXECUTIVE DIRECTOR FOREST GROUP WAS IDENTIFIED AS THE KEY DECISION MAKER) AND MAKE REPRESENTATIONS IN SUPPORT OF RUST PROPOSAL. IT SHOULD BE EMPHASIZED THAT RUST HAS WIDE EXPERIENCE IN THE PULP AND PAPER INDUSTRY, ENGINEERING AND CONSTRUCTING OVER 40 PERCENT OF THE U.S. CAPACITY IN THE LAST TEN YEARS. SCHULTZ ON THE OTHER HAND IS A CONSULTING FIRM WHO PRINCIPALLY DOES FEASIBILITY STUDIES AND DOES NOT HAVE DIVERSIFIED ENGINEERING AND CONSTRUCTION EXPERIENCE.

3. WE WOULD APPRECIATE EMBASSY KEEPING US INFORMED OF DEVELOPMENTS. KISSINGER

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